



Customer snapshot
Integrated Orthopedics

Stryker's ASC business

When Dr. Brian Gruber opened his medical practice Integrated Orthopedics in 2014 it did not take long for him to become a leader in comprehensive orthopedic care. **In 2019, Dr. Gruber decided it was time to open his own ASC and purchased a "Fresh & Easy" grocery store to build his first ASC facility.** Construction is under way and the center is slated to open in the Summer of 2021.

New build project needs:

 1,400-annual surgeries	 4 ORs	 Total Joint robotics program	 5 Pre-op bays 5 Post-op bays	 Cost savings
<p>Implants and consumables to support sports medicine, joint replacement and pain management (with the intent to add spine and foot and ankle in the near future)</p>	<p>Surgical tables, lights, monitors, video, robotics, power tools, waste mgmt., tourniquet systems, surgeon stools and sterilization (a shell of a fourth OR is built and will be implemented as business grows)</p>	<p>Establish market differentiating robotics program for hip & knee replacement</p>	<p>Stretchers, furniture, patient warming, overbed tables, recliners and transport carts</p>	<p>A financial structure that will minimize initial out-of-pocket capital expense</p>

Stryker's approach:

1. Evaluated comprehensive project scope (capital, implants, disposables, service, financial and clinical goals)
2. Calculated expected implant and disposable spend based on procedural case volume
3. Determined a % of each implant/disposable to finance capital costs
4. Put it all together in one agreement

Tailored solution:

\$0 up-front out-of-pocket

\$2.5M of capital equipment financed via implants and disposables
 across sports medicine, hip, knee and shoulder replacement, power tool blades, waste management manifolds, PPE, cement mixers, tourniquet cuffs and more
 • Resulting in improved cash flow/preserved lines of credit

Flexible acquisition method for Mako SmartRobotics™ system
 and access to hi-impact market development campaign strategy and resources

Step-up payment schedule
 to ease the burden on cash flow in years one and two as business ramps up

"Stryker was able to get creative financially which allowed us to get the capital that we needed. With Stryker we are paying our capital expense off over five years rather than having to make a one-time payment."
- Dr. Brian Gruber, Founder of Integrated Orthopedics

Smart financial solutions

Adding flexibility to your budget with tailored solutions that match your business goals.



Stryker's ASC business will structure a comprehensive package across your capital, implants, disposables and service resulting in **cost savings, preserved cash and lines of credit** and a **program that grows with you**.

GPO	Negotiated best	Stryker's ASC business
<p>\$\$\$ Good</p> <hr/> <p>Individual purchase orders/contracts across businesses</p>	<p>\$\$ Better</p> <hr/> <p>Individual purchase orders/contracts across businesses</p> <p>.....</p> <p>Assumes ability to negotiate each item to floor pricing with various sales teams</p>	<p>\$ Best</p> <hr/> <p>Implant and consumable use offsets capital cost</p> <p>.....</p> <p>One consolidated package/contract</p> <p>.....</p> <p>One point of contact for Stryker-wide ASC solution</p> <p>.....</p> <p>Most aggressive pricing made available by comprehensive package</p> <p>.....</p> <p>Structure is flexible for future needs</p>

A surgeon must always rely on his or her own professional clinical judgment when deciding whether to use a particular product when treating a particular patient. Stryker does not dispense medical advice and recommends that surgeons be trained in the use of any particular product before using it in surgery.

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